

## Message Text

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PAGE 01 MOSCOW 09313 281619Z  
ACTION OES-07

INFO OCT-01 EUR-12 ISO-00 NSF-01 EB-07 COME-00 ERDA-05

CIAE-00 INR-07 NSAE-00 L-03 /043 W  
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R 281511Z JUN 77  
FM AMEMBASSY MOSCOW  
TO SECSTATE WASHDC 9219

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DEPT PASS NSF FOR AUFENKAMP

E.O. 11652: NA  
TAGS: TGEN, EGEN, SCUL, US, UR  
SUBJECT: US-USSR S&T AGREEMENT: APPLICATION OF COMPUTERS: DECISION-MAKING (01.0105): AUSTIN VISIT

REF: MOSCOW 7367 AND PREVIOUS

1. HARVARD'S JOHN AUSTIN ACCOMPLISHED A SUBSTANTIAL PART OF THE OBJECTIVES FOR HIS THREE-WEEK VISIT (MAY 15-JUNE 4) REGARDING THE APPLICATIONS OF COMPUTERS TO DECISION-MAKING AND MANAGEMENT EDUCATION DESPITE THE PAUCITY OF ADVANCE PREPARATION BY THE SOVIET SIDE. AUSTIN TAUGHT A MANAGEMENT CASE -- A SERIES OF THREE MEETINGS -- AT THE ECONOMICS FACULTY OF MOSCOW STATE UNIVERSITY (MGU) AND AT THE PLEKHANOV INSTITUTE. IN ADDITION TO NEGOTIATING WITH THOSE TWO ORGANIZATIONS AND SCST ON FURTHER ACTIVITIES, HE WAS ABLE TO INITIATE DISCUSSIONS WITH THE STATE PLANNING COMMITTEE (GOSPLAN) AND THE ACADEMY OF FOREIGN TRADE AND ITS PARENT MINISTRY. THE ACADEMY APPEARS STRONGLY INTERESTED IN DEVELOPING SOME CASES AND A SIMULATION GAME IN TRADE NEGOTIATIONS. AT GOSPLAN IT WAS PROPOSED THAT U.S. AND SOVIET EXPERTS WORK TOGETHER TO PREPARE MATERIALS ON THE PROBLEMS OF IMPLEMENTATION OF PLANNING SYSTEMS.

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2. THE UNSIGNED JUNE 3 MEMORANDUM ON THE VISIT ALSO MENTIONS THE DEVELOPMENT OF TEACHING MATERIALS IN THE USE OF MATHEMATICAL METHODS OF ANALYSIS AND COMPUTER-BASED OPTIMIZATION MODELS AND ON THE PROBLEMS OF IMPLEMENTATION OF NEW SYSTEMS AND THE MANAGEMENT OF INNOVATION.

3. IN ACCORDANCE WITH THE MINUTES OF DISCUSSION SIGNED IN

FEBRUARY, THE U.S. SIDE ON MAY 31 SUBMITTED PAPERS FOR JOINT PUBLICATION. THE SOVIET SIDE STATED ITS INTENTION TO SUBMIT ITS PAPERS IN THREE WEEKS.

4. COMMENT. BECAUSE OF INSUFFICIENT ADVANCE PREPARATION BY THE SOVIET SIDE, AUSTIN'S FIRST TASK WAS TO GET A USEFUL PROGRAM SET UP. HIS PATIENT APPLICATION OF SENSIBLE SUGGESTIONS AND APPROPRIATE PRODDING WAS SUCCESSFUL. HE WAS ABLE TO TEACH A CASE AT MGU AS WELL AS AT THE PLEKHANOV INSTITUTE, AND HE SUCCEEDED IN GETTING OUTSIDE THE MINISTRY OF HIGHER AND SECONDARY SPECIALIZED EDUCATION (MHE) AND INTO GOSPLAN AND THE MINISTRY OF FOREIGN TRADE, ALL OF WHICH BODES WELL FOR FUTURE ACTIVITIES ON THIS TOPIC. FINALLY, THE USE OF AN UNSIGNED (BUT GENERALLY AGREED) MEMORANDUM IN PLACE OF A SIGNED PROTOCOL PERMITTED DESCRIPTION OF A NUMBER OF PROPOSALS WITHOUT THE DIFFICULTY OF TRYING TO CONVINCE A STILL-RECALCITRANT MHE TO SIGN ON TO THEM NOW. MATLOCK

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## Message Attributes

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**TAGS:** TGEN, EGEN, SCUL, US, UR, (AUSTIN, JOHN)  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009